



Where ideas connect

Utah Smart Site
Business Profile
**Eminence Management Consulting
(EMC)**

Contact:

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Website:

www.gotoeminence.com

Company Established

In Business since November 2003

Gross Revenues (2004 Projected):

Less than \$100,000,

Projected Revenue \$100,000- \$250,000

Employees:

5-10

Awards & Recognitions:

Member of The American Academy of
Medical Management

Key Employees Certification:

Practice Management, Project
Management

Operating Systems:

Windows NT
Windows 2000
other: XP

Business Relationships:

DSS Consulting - www.dss-indy.com
DSS Consulting - www.dss-indy.com
Complex custom software solutions -
Windows and Web-based

Company Overview:

EMC Is a consulting services firm dedicated to managing all facets of small businesses and healthcare providers practices. We manage every aspect of the business from analysis, work flow processes, information technologies consulting, and marketing, to the tedious detailed daily work of medical billing, claims submissions, and collections. Our goal is to help businesses become more profitable and efficient, by offering expert-level, intellectual capital.

Primary Products:

- Healthcare Provider Services
- Practice Management
- Claims coding/filing (electronic submission), patient billing/follow-up/collections and transcriptions
- HIPAA consulting
- Marketing evaluation and deployment - Consulting of new patient acquisition and retention through marketing efforts.
- Creative direction, media buying and development of practice brand, trade advertising, post cards, direct mailers, brochures, email newsletters and providers practice web sites, etc.
- Accounting and Financial Management
- IT Consulting and Support

Small Business Services:

- Strategic Planning and Assessment, Development of Strategies.

Strategies include:

- Business and marketing plan development
- Assistance with long range planning, alliance/partner
- Financial analysis and management
- Complete accounting w/financial statements
- Budget preparation
- Tax preparation
- Fixed Assets, Cash flow statements
- Payroll/qtr reporting
- Consulting with suggestions for increasing revenue
- Product and services strategies and marketing
- Creative design of marketing collateral, websites or employee intranets, trade show displays, product packaging, direct mail and email campaigns, etc.
- Marketing for new product and/or services, such as: packaging, marketing campaigns, web strategies, etc.
- IT consulting and software development
- Assessment of current business systems; recommendations and setup and training of third party software
- Development of custom solutions

Implementation of Strategies - The consulting team at EMC will help implement the actions in the plan, evaluate

Competencies and Experience:

Software Development / computer programming experience	St. Vincent Health Systems (Indiana)
Website Design	Dr. Lunt, M.D. St. Vincent Health Easy Street Realty
V-Trade Adaptive Systems Computer Graphics, animation and illustration	St. Vincent Health DSS Consulting Dallman Industrial Corporation
Business and Marketing Plan Development and Execution IT training and eLearning	St. Vincent Health Systems (Indiana)
Database Development and applications	St. Vincent Health
Adaptive Systems	Telapractice Corporation
Multi media and digital technologies	St. Vincent Health
Adaptive Systems	Dallman Industrial Corporation
IT consulting	St. Vincent Health Aon Warranty Group Cummins Engine Corporation



progress and suggest additional improvements to make the businesses strategic plan workable and successful.

Key Management and Technical Staff:

Ms. Chery Young has 14+ years of experience in the areas of corporate accounting. She has managed the accounts payables (\$1b) and receivables (\$425b), setup collections procedures and wrote the Credit Policy for Rolls Royce Co., and has worked on the Time Warner/AOL company tax merger, representing Ernst & Young, LLC. She has also setup shared services for an International Publications Co. Ms. Young completed a Bachelors degree in Business Administration from Indiana Wesleyan University and Associates in Accounting from International Business College

Ms. Christine Green has 17+ years of experience in the areas of business consulting, marketing, project management, new business development, and custom application development. She has co-founded two startup companies focusing on enterprise-level software integration and extended marketing for Fortune 500 dotcom spin-offs. Most recently Ms. Green has been a consultant for St. Vincent Health Systems in the areas of custom application interface development and marketing. She assisted the St. Vincent development team with developing physician, case manager and employee relationships in regards to: The Doctor portal, Employee portal, Case management software application, The OB/GYN electronic medical records application, and service line marketing strategies. She also has extensive marketing experience within the manufacturing and services industries. Ms. Green education includes, Commercial Art/Marketing through the University of St. Francis located in Indiana, and Computer Technology, through Purdue University School of Engineering

Ms. Judith Camplin 25+ years of medical management expertise to EMC, including manager of a home infusion company, medical auditor, owner/operator of a computer business, charge nurse for a critical care unit, and emergency medical technician (hospital and ambulance). Ms. Camplins previous duties include/ed: medical chart auditor for hospital and insurance companies, claims review, scheduling, evaluation, triage of patients and their needs, teaching, serving as a resource for other nurses, and performing peer evaluations. She has served as a preceptor, as CQI committee chair, corporate IOP committee member and director of clinical services. Ms. Camplin holds degrees in Nursing and Mathematics. and is licensed as an RN in Arkansas and Utah, with certifications in EMT, CRNI (infusion therapy), CPR BLS, and chemotherapy. She also holds a certification as an Associate in Physician Practice Management from the American Academy of Medical Management